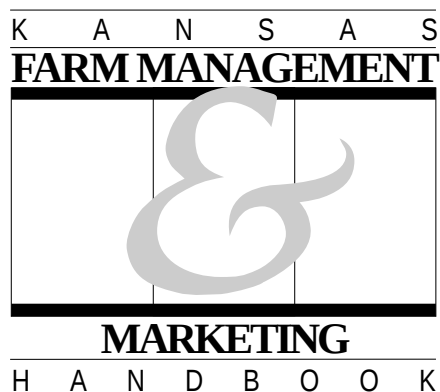




Dryland Short Season Corn Production in Southeast Kansas

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Cost-Return Projections

Crop budgets are based on average costs of production for different areas of the state. Production costs for individual farms will vary considerably due to the amounts of fertilizer and chemicals applied, the type and amount of farm machinery owned, and land costs.

Yield Levels

Cost per bushel and net returns in crop production are highly dependent on yields. The following estimated budget includes three different yield levels. Yield levels vary for a number of reasons, such as soil type, land quality, weather, input levels, and management. The three yield levels included in this estimated budget reflect yield variability due to input levels and management as opposed to land quality since land values are held constant. Budgeting at multiple yield levels can help producers examine the financial risk of a crop enterprise that is directly related to production risk.

Variable and Fixed Costs

Variable costs are costs that vary with level of production such as fertilizer, repairs, and fuel-oil. Interest on the variable costs (Lines 1 through 13) is calculated for one-half year.

Fixed costs do not vary by level of production and are incurred by virtue of owning assets such as land and machinery. If the land is rented, the rent per acre should be listed on Line 17 and no taxes or interest should be shown on Lines 15 and 16.

Machinery investment was estimated for an average-size farm to meet tillage, planting, and harvest requirements. Interest on machinery was calculated on one-half the original cost plus salvage value of machinery.

Profit and Return Factors

Net return on investment is the percentage return on investment. This measure enables comparisons to be made between other enterprises as well as other investment alternatives. Asset turnover is the percentage of investment recovered by total returns. Inverting this measure allows different enterprises to be compared on the basis of capital required to generate a dollar of gross income.

Table 1. Factors Used for Cost-Return Budget

Item	Yield Level (bu.)			
	70	85	100	
Fertilizer:				
N (Anhy.)	68	68	88	\$0.19/lb
N (Dry)	12	12	12	\$0.29/lb
P	30	30	30	\$0.27/lb
K	20	20	20	\$0.13/lb
Lime	500	500	500	\$0.01/lb
Planting pop.	22,800	22,800	22,800	
Seed cost,				
\$/1000 seeds	\$0.80	\$0.90	\$1.00	
Labor Hours	3.00	3.00	3.00	
Labor Price/Hour				\$9.00
Land Value/Acre				\$585.00
Land Interest Rate				6.00%
Machinery Investment				\$266.00
Machinery Life				10 yrs
Salvage value				35.00%
Interest Rate on Machinery				10.00%
Insurance Rate on Machinery				0.25%
Interest on Variable Costs				10.00%

COST-RETURN PROJECTION—DRYLAND SHORT SEASON CORN—SOUTHEAST KANSAS

	Yield Level (bu)			Your Farm
	70	85	100	
VARIABLE COSTS PER ACRE:				
1. Labor 3.0 hrs × \$9.00/hr)	\$27.00	\$27.00	\$27.00	
2. Seed (22,800 seeds × \$_____ per 1,000 seeds)	18.24	20.52	22.8	
3. Herbicide (\$20.30) and Insecticide (\$13.82)	34.12	34.12	34.12	
4. Fertilizer and Lime	29.60	29.60	33.40	
5. Fuel and Oil	6.60	6.70	6.80	
6.				
7. Machinery & Equipment Repairs	13.50	13.50	13.50	
8.				
9. Crop Insurance	5.85	5.85	5.85	
10. Drying (\$.10/bu)	7.00	8.50	10.00	
11. Custom Hire				
12. Crop Consulting				
13. Miscellaneous	6.25	6.25	6.25	
14. Interest on ½ Variable Costs @10%	7.41	7.60	7.99	
A. TOTAL VARIABLE COSTS	\$155.57	\$159.64	\$167.71	
FIXED COSTS PER ACRE:				
15. Real Estate Taxes @.5%	\$2.93	\$2.93	\$2.93	
16. Interest on Land (\$585/A × 6%)¹	35.10	35.10	35.10	
17. Rent for Rented Land				
18. Depreciation on Crop Machinery	17.29	17.29	17.29	
19. Interest on Crop Machinery² @ 10%	17.96	17.96	17.96	
20.				
21.				
22. Insurance on Machinery² @ .25%	0.67	0.67	0.67	
B. TOTAL FIXED COSTS	\$73.94	\$73.94	\$73.94	
C. TOTAL COSTS (A + B)	\$229.50	\$233.58	\$241.64	
D. YIELD PER ACRE	70	85	100	
E. PRICE PER BUSHEL	\$2.50	\$2.50	\$2.50	
F. NET GOVERNMENT PAYMENT³	\$17.85	\$21.68	\$25.50	
G. RETURNS PER ACRE ((D x E) + F)	\$192.85	\$234.18	\$275.50	
H. RETURNS OVER VARIABLE COSTS (G-A)	\$37.28	\$74.54	\$107.79	
I. RETURNS OVER TOTAL COSTS (G-C)	\$ -36.65	\$0.60	\$33.86	
J. VARIABLE COSTS PER BUSHEL (A÷D)	\$2.22	\$1.88	\$1.68	
K. FIXED COSTS PER BUSHEL (B÷D)	\$1.06	\$0.87	\$0.74	
L. TOTAL COSTS PER BUSHEL (C÷D)	\$3.28	\$2.75	\$2.42	
M. ASSET TURNOVER (G÷INVESTMENT)⁴	22.66%	27.52%	32.37%	
N. NET RETURN ON INVESTMENT ((I+14+16+19)÷INVESTMENT)⁴	2.80%	7.20%	11.15%	

¹Assumes interest rate shown in Table 1.²Assumes one-half the (original cost plus salvage value) at the interest rate shown in Table 1.³Net government payment equals yield per acre (D) times expected deficiency payment minus prorated cost of set-aside acres. Based on 15% flex acres and 5% ARP. The price used was a five-year average price. The twelve month national average price for the crop year. The 1995 farm program may have major changes.⁴Investment equals total value of all fixed assets shown in Table 1.**COOPERATIVE EXTENSION SERVICE, MANHATTAN, KANSAS**

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